

Talk to the Hand: being a great leader is at your fingertips (Volume 1)



The talk to the hand phrase is often associated with a dismissive attitude by the person holding up the hand. However, in this case, the Talk to the Hand concept is a simple but effective tool for leaders to influence other people. Both aspiring and experienced leaders will learn to use five key power and influence factors (represented by the five fingers). Knowing when and how to use them is equally important.

- Using Rewards to motivate others (thumb)
- Sharing your Knowledge (index finger)
- Using Discipline (middle finger)
- Establishing & using Authority (ring finger)
- Forging a Relationship with others (pinky)

Being a leader is not easy, but it does not have to be hard. Similarly, leadership concepts do not have to be complicated to be effective. Using the Talk to the Hand concept can dramatically and quickly improve your leadership influence and success.

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